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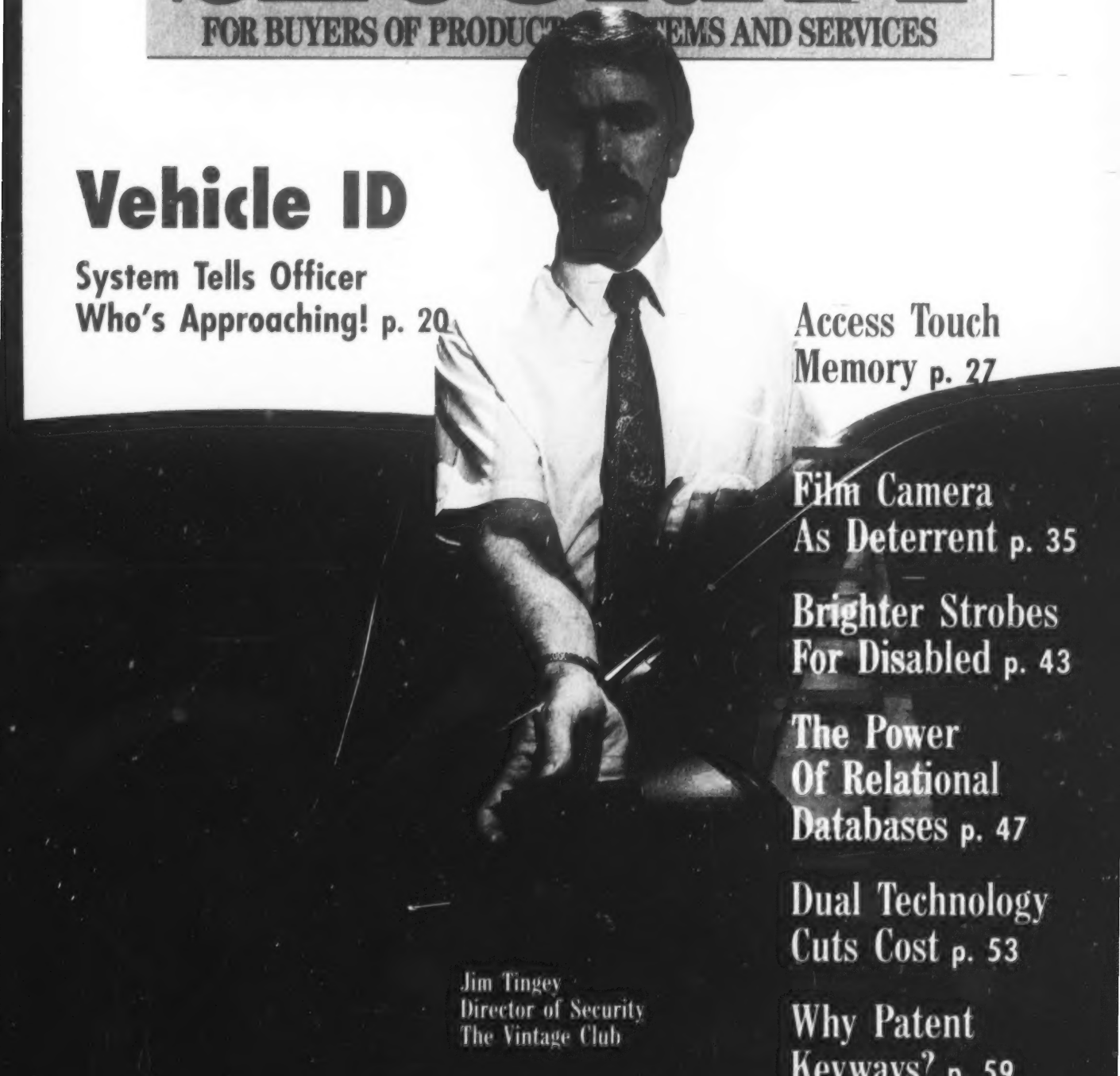
FOR BUYERS OF PRODUCTS, SYSTEMS AND SERVICES



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Director of Security
The Vintage Club

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NEWS

Reports and incidents that impact asset protection.

Hologram Fails Piracy Test

In an ominous discovery, Microsoft Corp. security investigators discovered "look-alike" holograms which Microsoft uses to counterfeit-protect its software products and packages.

The Shenzhen Reflective Materials Institute, 10 miles from Hong Kong, allegedly shipped more than 400,000 holograms to software pirates, including a Taiwanese firm which assembled fake copies of software and packaging.

"We expected (the hologram would have) a much greater deterrent value than it apparently had," David Curtis, Microsoft's associate general counsel - international, tells SECURITY Magazine. "The hologram duplication is disappointing."

While the Pacific Rim, eastern Europe and Latin America are prime software pirate havens, the U.S. is not immune. Late last year in an investigation that covered three states, Microsoft investigators infiltrated an alleged Los Angeles pirate assembly plant which used cheap, knock-off foil stickers made to look like the hologram.

With a court order, the U.S. Marshals Office has participated in some Microsoft raids. Recently, the Federal Bureau of Investigation (FBI) played a first-ever role in an anti-counterfeit operation with Microsoft legal and security officials.

Holograms appear most often on bank cards and bus passes. Until the China discovery, it was thought they provided a level of security because of their expense and production difficulty. "Our aim (in protecting our software) is to make it harder to counterfeit and easier to detect fakes," adds Curtis.

— ***Bill Zalud*** ■

TERRY PAGOS PHOTOGRAPHY

Alison Gilligan, a Microsoft anti-piracy specialist, compares MS-DOS 5 packaging with fake and real holograms.

"We help firms protect their information assets," says ISSA President Vaune M. Rimkus.

ISSA Chief: Nets Push Info Security

Business downsizings and reorganizations are as challenging to information security executives as the speed of technological change, contends the new president of the Information Systems Security Association (ISSA).

"Already rapid advances in technology have sped up," says ISSA President Vaune M. Rimkus, partner at CCG Inc., Chicago Consultant Group, which provides consulting and risk management resources, sales and security. "That, and networks and systems' connectivity, have increased the potential of information security threats."

In some firms, there's consolidation of data centers. Others distribute controls so that numerous people are buying and running computer systems. "In these cases, it's even more necessary to have a corporate viewpoint or policy that enforces the need to include information security in products and services," adds Rimkus. ■

For More Information

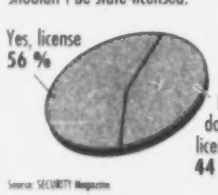
ISSA Circle 1

IN BRIEF

"I'm shocked," says Richard Kunicki, who heads security at Chicago's busy O'Hare International Airport, when he learned in late July of a theft ring of on-duty security officers who stole from baggage and cars at the airport, possibly since 1981. The ring's existence will lead to "more extensive background checks." □ With 96 FBI agents now assigned to a **special health-care fraud** detail in 12 target U.S. cities, the federal government is finally cracking down. The House Government Operations Committee is considering legislation to standardize insurance forms. □ **New York Happenings:** The chief of security for the New York City Public Schools, who manages a huge force and a $60 million budget, is under investigation in an alleged influence scheme, while the New York Port Authority reports it may have overpaid nearly a half million dollars to City Wide Security Services Inc., Brooklyn, N.Y. over a two-year period. The firm provides contract security for the World Trade Center. The overpayment involves officer overtime. Investigators believe City Wide passed overpayments to officers.

PROPRIETARY OFFICER LICENSING?

Corporate security executives who say employee officers should or shouldn't be state-licensed:



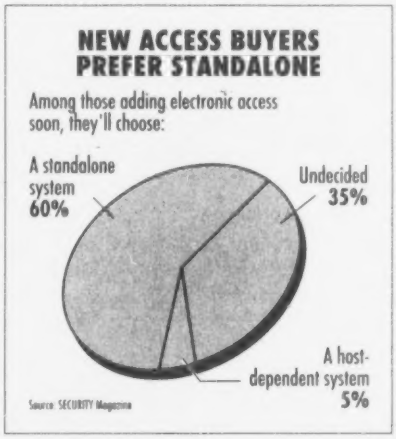
Source: SECURITY Magazine

The majority sees value in state-licensing of security officers.

More Ways Up From Standalones

So a standalone's ability to expand upward is vital, especially since many two-, four- or eight-door systems aren't host-connected.

This ability to expand is an important feature, for example, of a new wireless access control system from Northern Computers Inc., Milwaukee. According to Karl Radke, sales manager, the N-4000 Series spread-spectrum radio frequency signaling system grows to meet future needs. It controls one to 256 readers.


NEW ACCESS BUYERS PREFER STANDALONE
Among those adding electronic access soon, they'll choose:
A standalone system 60%
Undecided 35%
A host-dependent system 5%
Source: SECURITY Magazine

Among current access system users, 84 percent specify standalone systems.

Standalone systems that don't require a host computer, yet have expansion capability, are perfect for users interested in "a building block approach to security," according to Rick Focke, product manager for Andover Controls Inc. in Andover, Mass.

Andover says the increase in processing power of standalone systems is shaping the look and function of access control equipment. The company expects to release a "smaller, more powerful version" of its AC 4 + 4 standalone four-door access system for total building control this fall.

Adding "smarts" isn't all the security industry wants, according to Kevin Cahalen, market development manager for Westinghouse Security Electronics, Santa Clara, Calif.

"The impact of smarter microprocessors, cheaper memory and improved technology for promixity all make standalone systems more sophisticated, but, at the same time, a good manufacturer keeps them easy to use and operate." — *Deborah L. O'Mara, Contributing Writer* ■

For More Information

Andover Controls Inc.	Circle 49
Northern Computers Inc.	Circle 50
Westinghouse Security Electronics	Circle 51

In Brief

Weatherproof metal detection — Outokumpu Electronics Inc., Bethesda, Md., has introduced the Metor 120WP weatherproof metal detector, a weatherproof version of that company's existing Metor 120 walk-through metal detector. Call (301) 951-0911 for information. ☐ **30-year anniversary for lock** — The Cypher Lock from Continental Instruments Corp., Westbury, N.Y., an electronic combination lock, is celebrating its 30-year birthday. D.O.D.-approved, the lock unlocks all types of electric door strikes and door locks. ☐ **New metals detection book** — *Effective Ground Searching With Metal Detectors,* authored by Charles Garrett, helps crime scene investigators and security officers effectively use the devices. Call (214) 278-6151 to order the $4.95 book.

Airline Satisfies FAA with EM Locks

Warped and slamming doors, high maintenance costs and new FAA guidelines are among factors that prompted American Airlines at Dallas/ Fort Worth (DFW) Airport to install new, heavier doors and retrofit mechanical keys and locks with electromagnetic locks (EM locks).

When previous, high maintenance doors, frames and hardware weren't securing properly, airline decision makers specified 65 electromagnetic locks, 34 Model 802 SDC key switches with time delay and SDC power supplies from Security Door Controls (SDC), Westlake Village, Calif. American Airlines uses both Model 1513 electromagnetic locks — single locks in full door width architectural housings — and Model 1514 double-door electromagnetic locks.

DFW passengers walk through doors which are usually secured by SDC EM locks.

The new doors and locks restrict access to jet bridge walkways, which lead from lounges to boarding areas. Passenger service personnel only unlock the doors during boarding and deplaning. Says Richard Strnad, American Airlines' facilities maintenance senior engineer, "We face a $10,000 FAA fine if someone gets through a secured door to an aircraft." ■

For More Information

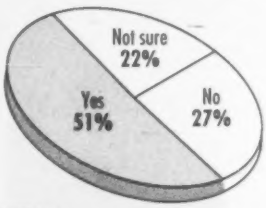
Security Door Controls	Circle 52
Other EM Lock Manufacturers	
Securitron	Circle 53
Von Duprin	Circle 54
Yale	Circle 55

Evolution to Passage — vs. Access — Control?

Access control is no longer a one-way street. Today's high-tech security applications require two-way access system configurations teamed with software and hardware for a total system package referred to as "passage control."

Passage control is coined by Paul Labarile, executive vice president, Campbell Engineering Co., Concord, Ca. Labarile says the new access control focus is on bi-directional access — both

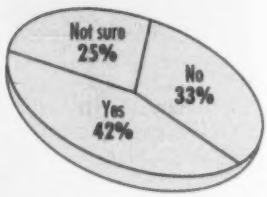
DO INSURANCE REBATES JUSTIFY EXPENDITURES?



Source: SECURITY Magazine

INSURANCE DISCOUNTS VIA EQUIPMENT?

Those who qualify for discounts or rebates after buying fire protection tools.



Source: SECURITY Magazine

Among companies surveyed, 41 percent qualify for insurance discounts after installing fire protection equipment.

strongest: Here 56 percent receive such discounts.

For the most part, buyers find the discounts worthwhile. Institutions, especially, say insurance rebates or discounts are substantial enough to justify equipment investments. Among these respondents, 88 percent are satisfied. Finance is most skeptical: Only 14 percent of those who qualify for discounts through purchasing say the savings are worthwhile.

Some prospective purchasers are still trying to figure out if the discounts are noteworthy. Fifty percent of government respondents aren't yet sure.

In other fire-related news — good news, to be exact — many say they experience zero or very few false alarms within their monitored security or life safety system. Just 9 percent have frequent problems with false alarms. Industry has the least false alarms; institutions the most.

Other respondents say false alarm rate is difficult to classify, citing location variables and frequency "spurts." ■

On the Market

Expandable System

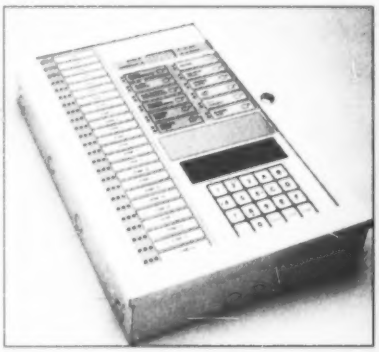
Secutron Inc.'s MODUL-R Fire Detection System allows for easy field changes. It monitors eight to 384 conventional or addressable circuits. Expandable with intelligent/addressable detection devices. Users can network up to 16 MODUL-R units on a two-wire communications circuit.

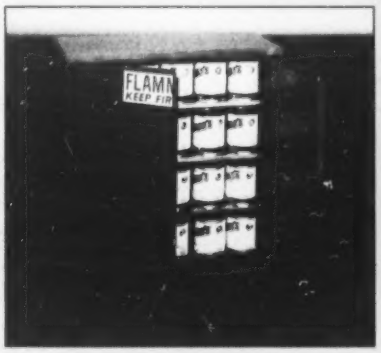
For information circle **81**

Safe Storage

SE-CUR-ALL's Paint and Ink Storage Cabinet is one the company's storage cabinet line for flammables. The cabinet holds one-gallon paint cans (Class III liquids). Available in 20-, 40-, 60- and 120-gallon capacities. Warning label reads, "Flammable—Keep Fire Away." Many are FM-approved.

For information circle **82**

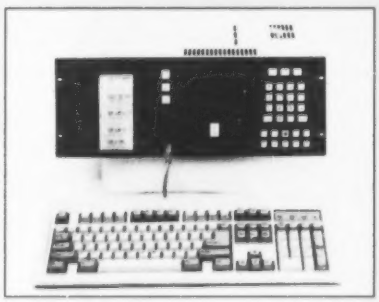




Early Smoke Detect

Cerberus Pyrotronics introduces an early warning smoke detection system which has inconspicuous tubes that carry air samples to an early warning smoke detector. Detectors transmit a signal to a VESDA controller, which generates alarms at three points along a bar graph display.

For information circle **83**



Central Receiver

The Digitize Inc. System 3000 central receiver monitors direct wire, multiplex, dialer, coded, radio and addressable FACP. Networking, user-programmability and computer graphics enhance capabilities. The Digitize line includes proprietary systems which monitor fire and alarm status.

For information circle **84**

Plan for Hazards

Emergency Film Group offers a three-part film series which helps response teams meet SARA Title III requirements in planning ahead for hazardous materials emergencies. The films are designed in accordance with EPA, DOT, FEMA and National Response Team guidelines.

For information circle **125**

Cellular for Alarms

Adcor Electronics' TELGUARD Model T 3100UL is now UL-listed for use as the second phone line (cellular) in UL864/NFPA commercial fire applications. It attaches to the primary phone line input of any listed two-phone line fire alarm digital communicator.

For information circle **126**

ZALUD REPORT

Trends and directions for buyer planning.

EXCLUSIVE Paper Tests Reveal Substance Abusers

Urinalysis is the most commonly used drug screening procedure among Fortune 1000 companies which screen prospective employees.

Less-used pen-and-paper psychological drug tests, however, with their lower cost and ability to predict future behavior, merit a closer look.

Psychological tests cost about $10 per applicant, while urinalysis costs $40 to $50 per applicant. To learn more about psychological drug testing, The Zalud Report sought out Scott L. Martin, Ph.D., director of psychological consulting, London House, Rosemont, Ill. Excerpts of an interview follow.

Q: ***Can people who abuse drugs or alcohol still pass a urinalysis drug test?***

A: To protect applicants who do not use drugs, laboratories require high concentrations of targeted chemicals before claiming that an applicant has tested positive. As a result, some applicants who use drugs occasionally will still pass urinalysis drug tests because their concentration levels fall below the standard cutoffs. In addition, individuals who are looking for work can easily abstain from drug use for short periods of time. Users of illicit drugs can also consume a variety of neutralizing substances so that drug traces cannot be detected.

Q: ***What's included on a psychological drug test?***

A: The entire battery often includes about 100 multiple-choice questions. The measure of substance abuse usually includes about 20 questions that are based on various psychological principles.

Q: ***What's a psychological drug test looking for that a urinalysis can't find?***

A: Psychologists recognize that individuals tend to rationalize behavior that may be viewed negatively by others. Applicants who abuse alcohol or drugs at work are likely to provide excuses for their behavior, such as, "I only drink at work when things get real stressful," or "Drugs help me work faster." These excuses would seem unacceptable to people who do not use drugs or alcohol at work.

A psychological test is also able to predict drug and alcohol habits at work by asking questions such as, "How often do you think the average employee smokes marijuana on the job?" People who engage in such counterproductive behavior are likely to overestimate the extent to which other people smoke marijuana at work.

Q: ***So how do organizations decide which type of drug screening plan to implement?***

A: Urinalysis and psychological drug tests are comparable in effectiveness, but psychological tests are far less expensive. If an organization only plans to use one method to screen for substance abuse, the psychological drug test is probably the best alternative.

Organizations, however, may wish to consider using both. Accuracy (for hiring decisions) for using both procedures might increase from 80 to 85 percent.

You can use a psychological test to screen out about 20 percent of the applicant pool before administering (more expensive) urinalysis drug tests. Using urinalysis to screen all those who pass the psychological test slightly increases accuracy, yet comes at considerable cost. ■

Sam's Rules: Good for Security, Too

With security becoming more deeply embedded within organizations, your ability to work with others within a business environment has increased. When I recently read *Sam Walton: Made in America, My Story,* I was struck with the good advice of the late Sam Walton, founder of Wal-Mart stores. He encouraged hard work and teamwork and always called his employees associates and partners. — ***Bill Zalud*** ■

SAM'S RULES APPLY TO SECURITY, TOO

Rule 1. Commit to your business.

Rule 2. Treat your staff as partners.

Rule 3. Motivate with high goals.

Rule 4. Communicate everything you possibly can to others.

Rule 5. Provide well-chosen, well-timed, sincere words of praise.

Rule 6. Celebrate successes. Find humor in failures.

Rule 7. Listen to everyone in your company and figure out ways to get them talking.

Rule 8. Exceed expectations.

Rule 9. Control your expenses.

Rule 10. Swim upstream. If everybody else is doing it one way, try the opposite direction.

Source: Sam Walton, Penguin Books

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